

### **Cleveland District Office News**

### Information for the Small Business Community

### **January 2007**

#### U.S. Small Business Administration

Cleveland District Office

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# For More Information SBA Home Page: www.sba.gov

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All of the SBA's programs and services are provided to the



### LOAN REPORT as of December 30, 2006



# Total Loan Volume – DECEMBER 2006 (7(a) and 504 Combined)

Bank	Number of Loans	Dollars (In Thousands)
National City Bank	67	\$11,906
Charter One Bank	65	\$3,455
Huntington National Bank	50	\$18,286
JP Morgan Chase Bank	41	\$3,708
KeyBank	39	\$9,647

#### 504 Loans

	Number of
Bank	504s
National City Bank	9
Huntington National Bank	5
FirstMerit Bank	3
Sky Bank	3

CDC	Number of Approvals	Dollars (In Thousands)
Growth Capital Corp.	11	\$3,468
Cascade Capital Corp.	9	\$7,241
Stark Dev Board Finance	6	\$1,505
Corp.		
MVEDC	3	\$1,459
Community Capital Dev	2	\$1,243
Corp.		
Northwest Ohio Dev Ass't	2	\$636
Lake County SBAC	1	\$394
MEACO	1	\$58

### DISTRICT HOSTS LENDER AWARDS CEREMONY

Gilbert Goldberg, District Director of the U.S. Small Business Administration's Cleveland District Office, reports that his office guaranteed 2,177 small business loans, amounting to approx. \$293.0 million, during its recently completed Fiscal Year 2006.

Nine leading SBA lenders in the Cleveland District were honored at a special award ceremony at the Allen Theatre on Tuesday December 12, 2006. The Honorable Louis Stokes participated in the award presentations. Since retiring from Congress, Mr. Stokes has maintained his commitment to the growth of small businesses in northern Ohio.

The five top 7(a) lenders in Northern Ohio for FY 2006 were recognized. They were:

	Number of Loans	Total Loan Dollars
Charter One Bank	636	\$31,977
National City Bank	261	\$33,375
U.S. Bank	172	\$10,589
JP Morgan Chase Bank	167	\$25,189
FirstMerit Bank	162	\$26.155

For the second year in a row, Charter One Bank was the District's top volume lender. National City Bank was the runner-up, but it was the top SBA producer in total dollars. Besides being one of the Top Five SBA lenders, FirstMerit Bank also received recognition as the top SBA lender to minority-owned enterprises. "We are delighted to recognize these banks," stated Mr. Goldberg. "Our office appreciates the leadership shown by all of these banks in supplying capital to the area's small businesses."

The event also recognized Growth Capital Corporation as the District's top producer of 504 program loans, with KeyBank being recognized with an award as the top 504 program lender participant.

John Moshier accepts KeyBank's award as the top 504 program lender participant.





District Director
Goldberg presents
John Kropf of Growth
Capital with the award
for top producer of
504 program loans



District Director Gil
Goldberg welcomes those in
attendance and comments on
the success of SBA loanmaking in FY '06.

District Director Goldberg presents Mike Cheravitch of Charter One with the award recognizing the bank as the District's top volume lender





The guests applaud Goldberg's summary of '06 SBA loan production

SBA's 504 program is dedicated to the financing of the fixed assets of small business owners. Growth Capital Corp. experienced a 31% increase in 504 volume in FY '06 from FY '05.

Finally, The Huntington National Bank and the Mahoning Valley Economic Development Corporation (MVEDC) each received special recognition for their increased SBA lending volume in FY '06. Huntington had the greatest percentage growth in 7(a) loan volume among active SBA lenders, while MVEDC had the greatest growth in 504 loan volume.

"These nine lenders should be proud of the assistance that they provide to Northern Ohio small businesses", stated Mr. Goldberg. "This clearly indicates that small businesses are being started, expanding, and, most importantly, creating jobs. We look forward to these lenders continued participation in the SBA programs and anticipate them producing an even higher number of loans in FY 2007."

# Annual Veterans Event a Big Success for the Fourth Year

The Fourth Annual Veteran Business Symposium was held Nov 14, 2005 at the Spitzer Conference Center, Lorain County Community College in Elyria, OH. Lorain National Bank was the primary sponsor again this year and the event was also supported by the following organizations:

Lorain County Community College FirstEnergy GSAProposal.com Rockwell Automation Applied Industrial Technologies Invacare Corporation KeyBank National City Bank Veterans Business Journal

The annual symposium, which has drawn over 300 attendees in each of the past two years, is a joint effort between the SBA Cleveland District office and the Procurement Technical Assistance Centers of Ohio. The day long event brought Veterans together with approximately 50 Federal, State and local government purchasers, business development and Veteran's assistance programs. There were also workshops focusing on both start-up and government contracting issues.

John Phelps, Chief of Staff for the U.S. General Services Administration and a U.S Army Veteran, provided the Keynote speech. GSA influences approximately \$66.0 million in Federal government spending annually. Mr. Phelps focused on GSA's efforts to increase purchasing from service-connected disabled veterans and highlighted a Michigan firm who has become a successful government contractor.

This event has grown into a regional event, attracting veterans who own businesses from a six state area. Next year's event is tentatively scheduled for November 7<sup>th</sup> & 8<sup>th</sup>, 2007.◆

### **News for SBA Lenders**

New "On-Site Lender Review" SOP Available



SBA's Office of Lender Oversight (OLO) has announced the publication of SOP 51 00, "On-Site Lender Reviews/Examinations."

OLO is responsible for developing, coordinating, and disseminating Agency policy concerning the SBA's On-Site Lender Reviews/Examinations of lenders in the Agency's 7(a) loan program and Certified Development Companies (CDC) in the 504 loan program. OLO reviews, monitors and evaluates SBA's Lenders and CDCs and implements Corrective Actions as necessary.

This SOP establishes and contains on-site review procedures and separate guidance for all types of SBA Lenders participating in SBA's 7(a) and 504 loan programs. It defines the on-site Risk-Based Review conducted on 7(a) Lenders and CDCs, depending upon their level of lending activity. It also defines the more comprehensive Risk-Based Examination conducted on SBA Supervised Lenders.

This SOP replaces the *Loan Policy and Program Oversight Guide for Lender Reviews*, SOP 50 50 4B, Appendix 30; oversight of PLP lenders found in SOP 50 10 (4)(E), Subpart D, Chapter 3, paragraphs 10 and 11, and oversight of CDCs found in SOP 50 10 (4), Subpart H, Chapter 24, paragraph 2.

This new SOP can be accessed at http://www.sba.gov/tools/resourcelibrary/sops/index.html. If you require additional information, please contact our Lender Relations Division at (216) 522-4180.◆

# Matchmaker 2007 Save the dates!

The third annual Cleveland Matchmaker event will take place on March 20<sup>th</sup> and March 21<sup>st</sup> at Jacobs Field. The Urban league of Greater Cleveland will sponsor the 2007 Matchmaker in cooperation with the Cleveland District Office of the U. S. Small Business Administration. The sponsors of the event have yet to be named.

Last year's event brought together small businesses and buying activities for one-on-one meetings, workshops and networking activities. A total of 219 small businesses and 36 buying organizations participated, resulting in over 1400 Matchmaking sessions over the two day period. We fully expect to surpass these numbers in 2007!

The Matchmaking event has become popular across the Country and the Cleveland event is one of the largest. Matchmaking goes beyond traditional networking, allowing for a 15 minute sales call to occur that pairs small businesses with Federal, State, local and large company buyers. The value of such a session is to create an initial contact with buyers in a relaxed atmosphere. Several contract opportunities have been generated during the first two matchmaking events in Cleveland.